
NEWS &&& VIEWS

FROM LAWRIE'S DESK



IN THIS ISSUE

- From Lawrie's Desk
- Pick & Mix
- Market Roundup
- Calendar of Events

The Conference will be a chance to not only network with a wide range of industry colleagues but a chance to: learn how our main trading partners are faring in these challenging economic times; understand why the primary sectors of dairying and wine have become so successful in international markets; be amazed by innovative Wellington Manufacturers and exporters; get acquainted with new building systems sweeping Europe that could well transform the construction industry in Australasia; get up to speed with a range of Pine Manufacturers projects; participate and learn during a range of workshop informational sessions.

Now for the editorial.

Many of you will be aware of MAF's recently released Forestry Sector Study (FSS). While it is a very lengthy document it provides a good summary of the industry; more a situational analysis document, than a treatise suggesting future industry strategy.

MAF are now holding workshops with selected industry and regional groups to both gauge the pulse of the industry as well endeavouring to ascertain what Government and MAF in particular can do in order to ensure the industry does indeed realise it's full potential.

One such meeting was recently held with the Executive Council of Pine Manufacturers. Rather than give the politicians a list as long as your arm to work on, the Council determined there was more chance of a listening if only the critical roadblocks were identified, then stand back and see what capability (and inclination) government has to deliver.

The question posed by MAF – "How can Government help" didn't take too long to answer! If NZ's future prosperity rests upon a strong exporting community, then Government needs to quickly implement strategies that will lead to a relatively stable economy.

The major factor that has held the NZ forest and wood products industry back is a lack of investment in wood processing and manufacturing capacity. It would seem that if you have international choices then it is unlikely that investment dollars will come NZ's way. This has been borne out by a recent ranking of NZ as a FDI destination; NZ is among the most lowly ranked of the OECD countries.

For the forest and wood products sector to grow it must have investment and because of the quantum involved the bulk of that money will need to come from offshore.

The NZ Government must address the reasons why and then set about unlocking this roadblock to re-ignite growth. One of the factors turning investors away is the volatility in the NZ economy. That means a job for Treasury. The volatility in the NZ dollar, which for an exporting nation like NZ, is proving very detrimental to growth and the overall economic welfare of the nation.

Industry suggestion: Have NZ move to a US dollar economy (except though that PMA is not a specialist in this arena, so will leave the real solution to Treasury)?

The alternative as the current Government knows only too well is that without stability and the implementation of appropriate financial mechanisms people (international investors) would rather invest in seaside properties, than in processing, manufacturing and exporting businesses.

The next question put by MAF was “is there anything MAF can do to give industry a leg up”. This was a harder question to answer, but in the end the Executive Council considered a benchmarking exercise might be a useful.

There are some really successful organisations working in the primary sector – diary, horticulture and wine – that are internationally competitive. A comparative study against these sectors may lead to some serious contemplations by our sector. Over the last ten years forest and wood product exports have stalled, despite increasing harvest levels annual forex earnings have sat on \$3 billion.

The suggested benchmarking study could then be placed in the hands of Woodco, the industry peak body, to see whether it’s current strategic plan needs some life-saving re-constructive surgery.

In addition to seeking ideas on direction by Government and MAF, feedback was also sort on the key drivers that underpinned MAF’s FSS report.

MAF saw the drivers as being:

1. **Forest is more than wood** – growing recognition for biodiversity and habitat values, mitigation of erosion, improved water management landscape and recreational values and (possibly) carbon sequestration/emissions offsetting values.
2. **Changing lifestyles** – different population so we’re possibly looking at a pop by 2026 of about 4.75 million, of which 0.9 million under 15, 1.5 million are in the 15-39 year age grouping, 1.45 million in the 40 to 64 age group and 0.9 million will be 65+ One can contrast that with now, etc. Different things will matter because of the changes in population dynamics.
3. **Energy** – Interest in consumption and costs, use of biomass to reduce carbon footprint, transport. (Extra energy slides are available at the end of this presentation)
4. **Markets are Overseas** – Domestic market currently consumes approx 6 million m3 (RWE) per annum, the current harvest is 20 million m3 pa and the national harvest is projected to rise to 35 million m3 pa over the 20 years of the discussion. So MAF’s view is that regardless of development of new local products & markets most of NZ’s wood products are destined for overseas. So the issues are market globalisation, tariffs, barriers to trade etc., shipping costs (given where NZ is and where markets are), exchange rates, sustainability, international links and product knowledge.

5. **Resource** – What’s already planted, its genetics, the silviculture that has been employed, the ownership patterns (growing importance of small scale forest owners and of Maori), the existing industry and its demands/supply agreements

Pine Manufacturers Council considered these drivers were far too forestry-centric; not surprising as MAF’s thinking rarely ventures outside the forest gate. Council considered the key drivers to be:

1. **Profitability:** there is no discussion in the FSS report on this critical factor for company and industry growth and success. The three most important things for our industry to prosper are: profitability, stability and trade.
2. Rather than call it “**Markets and Overseas**” just call it “Markets”. There is also a very large growth potential in the NZ domestic market; BRANZ have already suggested timber could without too much trouble take 25% of the non-residential market. In addition with research consortias like the Structural Timber Innovation Company (STIC) this percentage could well increase. NZ’s non-residential market is a 6 billion dollar market.
3. **Energy / carbon** are also an important driver – ranked third.
4. The other three FSS drivers can be wrapped into one, and in priority feature in fourth place.

All in all MAF are to be congratulated on their FSS effort, and especially their desire to constructively engage with industry to identify where perhaps they can lend support. (for full report go to www.maf.govt.nz)

NZPMA – ANNUAL CONFERENCE 2009 & 19TH AGM

HOLIDAY INN – WELLINGTON

THURSDAY 8TH & FRIDAY 9TH OCTOBER 2009

TO REGISTER – www.pine.net.nz

EXECUTIVE COUNCIL MEETINGS - TUESDAY 10TH NOVEMBER 2009 – ROTORUA

EXECUTIVE COUNCIL 2008 - 2009

President:

Tony Clifford

Immediate Past President:

Owen Griffiths

Vice President:

John Lemm

Tom Boon

Council Members:

Charles Black
Mark de Lautour
Alistair Dore
Gavin Levesque
Stuart McCallum

Wayne Miller

Co-opted Members:

Campbell Boyd – TimTech
Ian Boyd – FITEC
Bernie Dawson – Scion
Ravi Nagasamy – NZTE
John Vaney – MAF

Chief Executive:

Lawrie Halkett

Executive Assistant:

Debbie Fergie

MISSION STATEMENT

“Dedicated to developing profitable value-added production onshore and expanding demand for high quality New Zealand pine products in selected overseas markets.”

Pick & Mix

Innovation

Source: NZ Treasury

It would appear that NZ is good at the R part of R & D, but poor at the D part.

The case for innovation as one of the drivers of productivity rests on solid ground. It has been shown that most of the huge rise in living standards in the developed world over the last two centuries has come about through technological breakthroughs based on increased knowledge. Furthermore, the importance of innovation is borne out by OECD analysis which shows that between 25 and 45 per cent of productivity gains come from innovation. That is a compelling statistic. But given our small size and distance from markets, we have to do better at innovation than most in order to secure the gains we desire. In fact we need to be excellent at it.

Unfortunately, that is not the case.

There is no doubt that New Zealand has a strong research base. We are placed in ninth place among 23 OECD countries in terms of the number of science and engineering articles published per 1 million inhabitants. And we are ranked seventh in the world for the number of researchers per 1,000 people who are employed. But our innovation performance is suffering because of the low level of R&D being undertaken by New Zealand firms, and our substandard efforts when it comes to getting some of the good research the country does produce taken up and applied. One illustration of this is the low number of patents per 1 million people. In 2003 New Zealand was down at 21st place on an OECD table of 30 countries, which suggests that the commercialization of the research base is proving a challenge for us. While business R&D has been growing in recent years, it is still low by international standards, even taking into account our industry structures. It is currently around 0.49 per cent of GDP, compared to the OECD average of 1.49 per cent.

Methyl bromide reassessment

Source: BRANZ

In July 2008, the Environmental Risk Management Authority decided there were grounds for the reassessment of fumigant methyl bromide – the first step in a process to determine if it can continue to be used in New Zealand and if so, the conditions of such use.

This reassessment has been foreshadowed for some time, due to increased use of methyl bromide in fumigating logs for export, public concerns about possible health effects on workers and members of local communities and the environmental effects of methyl bromide as an ozone depleter. The whole process is expected to take about two years to complete, with a decision due mid-late 2010. Public input, by way of submission, is expected to take place in late 2009. The reassessment is being prepared by Agency staff on behalf of the Chief Executive and will evaluate the risks, costs and benefits of the use of methyl bromide in New Zealand and make recommendations as to its future use here.

That evaluation and recommendations will then be open for public submissions over a six-week period later in 2009. A hearing or hearings will be held if any submitters wish to speak directly to the Authority before it makes its decision. Throughout the process, ERMA New Zealand will be providing regular updates on the reassessment's progress.

The homepage will also be updated, with documents and media releases added as they come to hand.

To receive updates, register at reassessments@ermanz.govt.nz

NZS 3604 STANDARD REVIEW

Source: Build Magazine August/September 2009

New Zealand's timber-framed building standards, NZS 3604:1999, was last revised 10 years ago and amended in 2006 to take account of the new timber properties resulting from changes to the grading and verification of standards for timber.

In the 10 years since, a number of significant changes have occurred within the New Zealand building industry. For example:

- A new Compliance Document has been published for NZ Building Code clause B1, which changed the cited loading standard from NZS 4203:1992 to AS / NZS 1170
- Acceptable Solution E2 / AS1 has been introduced, superseding many watertightness details that are currently included in section 11 of NZS 3604
- There have been major changes to insulation requirements resulting from revision of NZ Building Code clause H1 in 2007
- A new Building Act in 2004 introduced BCA accreditation, practitioner licensing, product certification and other more minor changes
- The 'leaky homes crisis' has, in conjunction with the new Act, considerably changed the building consent process and the level of documentation required from designers
- The 'weak wood crisis' resulted in the introduction of new timber grades to NZS 3604 in 2006, almost tripling the size of the standard overnight

- Changes to timber treatment processes and methods have big implications for the durability of metal fixings in high moisture environments. Meanwhile, there have been many gradual changes to the way we build timber buildings in New Zealand. These include more off-site prefabrication, increasing use of proprietary components and systems, and building in more exposed situations as coastal sites become more desirable and flat sites more scarce. After a long preparatory and planning phase, including consultation with key stakeholders, surveys of users and a scoping workshop, Standards NZ has begun the formal process to review the document.

MARKET ROUNDUP

NEW ZEALAND

Source: BNZ Weekly Overview

Economy – Immigration

There was a net addition to New Zealand's population from permanent and long term migration flows in July of 2,669 people. This was a substantial turnaround from a gain of 696 a year ago and means the annual net gain is firmly into above average (+11,000) territory at 14,488 from 12,515 in June, a low of 3,569 in November, and 5,201 a year ago. The net gain is now the strongest since December 2006.

Economy – Currency

The NZD continues to hold strong and there is nothing new about the factors keeping it firm. Economic data offshore continue to come in largely on the better than expected side so investors are increasingly willing to hold growth and risky assets. The NZD is a risky (volatile, high yielding) asset so it is no surprise that for a while this week the NZD hit its highest level for the year against the greenback at 69 cents. This afternoon it was trading near US 68.0 cents from 67.3 cents a week ago.

In a nutshell one might say there have been two key factors generating continuing support for the NZD this week. The first was upbeat comments from the US Federal Reserve Chairman early in the week. Basically he said the worst is over for the US economy and things are improving. Those comments helped spark further strength in the US sharemarket and boosted the NZD. In addition, two nights ago we learnt that US house prices rose for the second month in a row in June according to the much-watched Case-Schiller Index. Prices rose 1.4% after gaining 0.6% in May. The result means that prices on average are now just 31.3% down from their peak in July 2006!

Economy – Housing

In addition, earlier in the week we learnt that existing home sales rose over 7% in July and were ahead 5% from a year earlier. This makes four months of seasonally adjusted gains.

Key Forecasts

- Dwelling consent numbers to recover now with potentially good activity from late-2010..
- Real estate sales continuing to increase but the rise limited by listings shortages.
- House prices edging higher.

The Building Sector – January March Quarter

Source: DHB

Value of all building work fell, led by residential building work; and trend continues down

- The unadjusted value of all 'building work put-in-place' in the March 2009 year was \$12,133 million, down 11.1 percent from the previous year, of which residential building work was 56.4 percent.
- Falling price-adjusted trend values for all 'building work put-in-place' have continued during the quarter to March 2009, with a decrease of 15.6 percent from the March 2008 quarter.

Residential building volume and value continues to fall

- The unadjusted value of all residential building work put in place in the March 2009 quarter shows a drop of 24.9 percent from the same quarter in 2008.
- Trend values for residential building work for the quarter to March 2009 have decreased by 5.9 percent against the previous quarter, and by 26.8 percent against the same quarter in 2008.
- The number of building consents authorised for new dwellings continues a downward trend following the peak in June 2007. The number of consents for new dwelling units (including apartments) authorised in the quarter to March 2009 was 42.9 percent lower than in the same quarter in 2008.

Value of non-residential building work still showing slight growth in the March quarter, but the trend is now declining, following the downward trend for non-residential consents

- The unadjusted value of non-residential building consents issued increased by 6.3 percent in the year to March 2009 to \$4.564 billion. The largest increases were in 'offices and administration buildings' and 'educational facilities'. The largest falls were in 'shops, restaurants and taverns'.
- Trend values for non-residential building consents have been falling steadily since August 2008; the May 2009 trend figure was 13.8 percent lower than that for May 2008. Note that we cannot be sure this represents a steady decline until more data is available later this year.

AUSTRALIA

Economy

Source: www.insideretailing.com.au

Woolworths to enter \$24 billion hardware sector

- * Grows local independent retail hardware sector via acquisition of Danks
- * Launches destination home improvement store network
- * Announces JV with leading US home improvement retailer Lowe's

The Board of Woolworths Limited (Woolworths) has approved plans for the company to enter the \$24 billion plus hardware sector with a multi format strategy designed to meet the everyday home improvement needs of Australian consumers.

This fresh new home improvement offer will be based on a combination of significant local and international industry expertise; the right range representing value and choice; and a mix of convenient traditional hardware store formats and large destination home improvement stores to broaden consumer choice.

Woolworths today announces:

- * A recommended takeover offer for Danks Holdings Limited (Danks), Australia's second largest hardware distributor supplying 583 Home Timber & Hardware, Thrifty-Link Hardware, and Plants Plus Garden Centre stores plus 939 independent hardware stores
- * The development of a network of destination home improvement stores with a target to secure more than 150 store sites within the next five years.
- * A joint venture equity agreement with leading US Home Improvement retailer Lowe's Companies Inc (Lowe's)

Woolworths Chief Executive Michael Luscombe said: "The Australian love of property and high levels of home ownership mean that maintaining and improving homes is an important part of everyday life. There is a real opportunity to increase the overall size of the sector and this significant new distribution and retail investment should be positive for both customers and the industry alike."

We want to create a fresh new offer in destination home improvement and also give customers a better deal in their local hardware store by working with Danks to grow and improve hardware distribution to the independent retailers. Our entry into these two points in the value chain will be supported by our joint venture with Lowe's."

The Danks Board has unanimously recommended that its shareholders accept the offer.

"The acquisition of Danks gives us immediate capacity and capability and fits with our overall aim of serving our customers' everyday needs," Mr Luscombe said.

Woolworths has a target to secure in excess of 150 store sites within the next five years. The company has secured entitlement to 12 sites and is currently in final negotiations to secure a further 15 sites for greenfield development nationally for potential destination home improvement stores of more than 10,000sqm.

Joint venture agreement with Lowe's

Woolworths has today entered into a joint venture agreement with one of the world's leading home improvement retailers, Lowe's. Under the terms of this agreement, Woolworths and Lowe's will work together to share best practice and create a leading home improvement business in Australia. As part of this arrangement, Lowe's will own a one-third share of the new home improvement business and will contribute capital accordingly.

ABS CONFIRMS WEAK END TO 2008/09

Source: HIA 26th August 2009

The Housing Industry Association, Australia's largest building industry organisation, said that preliminary figures released today by the Australian Bureau of Statistics confirm that new residential building work fell in the June 2009 quarter.

HIA Chief Economist, Dr Harley Dale said that a recovery would emerge in new home building from late 2009, but it would be 2010 before a reasonable lift in construction activity emerged.

“Low interest rates, the First Home Owner Boost, and Federal programs such as the Social Housing Initiative will all contribute to a much needed recovery in new home construction in 2009/10 following a five year trend decline,” Harley Dale said.

“It is clear, however that residential projects are getting bogged down in the approvals process - the rate of increase in building approvals in 2009 to date is lagging considerably behind the strong surge we have seen in new home lending”, said Harley Dale.

“That suggests the new home building recovery will be very modest to begin with and will not show up in earnest for construction work done until 2010,” added Harley Dale.

Seasonally adjusted work done on new residential dwellings fell by 1.5 per cent in the June 2009 quarter to an annualised worth of \$33.2 billion, 6.4 per cent down on a year earlier. Work done on detached houses fell by 2.7 per cent over the June quarter to be worth \$22.3 billion in annualised terms. Work done on, other residential building” increased by 1.2 per cent to be worth an annualised \$10.9 billion, although work yet to be done fell significantly.

The weakness in seasonally adjusted new residential work done in the June 2009 quarter was primarily reflected in Queensland where activity fell by 13.5 per cent and New South Wales where there was a decline of 2.1 per cent. Falls were also recorded in South Australia (-1.2 per cent), Western Australia (-1 per cent), and the Northern Territory where in original terms work done fell by 1.3 per cent compared to a year earlier. New residential work done increased by 6.6 per cent in Victoria and was up by 8.6 per cent in Tasmania and 29 per cent in the Australian Capital Territory.

“Work done on major alterations and additions fell by a disappointing 9.1 per cent in the June 2009 quarter but leading indicators suggest a turnaround in the second half of the year,” said Harley Dale.

USA MARKET

Source: RISI 26th August 2009

Case-Schiller home price index rises for second consecutive month

For the first time since July 2006, the Case-Schiller home price index has risen for two consecutive months. The June index of 20 cities showed a reading of 141.86, compared with 139.91 in May. The April index was 139.22, the lowest reading for the index in over three years. In July 2006, the index reached its zenith, at 206.52. Since that time, until this month, the index had fallen 32.5%.

Improved house values were reported by 18 of the 20 cities in the Case-Schiller index. Only Las Vegas and Detroit were lower than the previous month. Detroit had an index figure of 69.49, not quite a single point below May. Las Vegas showed an index level of 107.31. In August 2006, Las Vegas showed a level of 204.78. Since then, houses in Las Vegas have lost 47.5% of their 2006 values.

Even cities in California, which had been one of the major real estate losers in recent years, showed gains. Los Angeles, San Francisco and San Diego all recorded advances of two to three points. Miami was up a point, and such cities as Boston and Minneapolis gained three or more points in June. According to Case-Schiller, all regions of the country showed some positive growth in home prices in June.

Wood products revenues down 33% in 2Q

Source: RISI- 13th July 2009

Sales revenues accumulated by the wood products segments of North American companies dropped 32.7% in 2Q compared with the same period in 2008, according to a RISI survey that includes most publicly traded lumber and panel producers and distributors. Companies such as BlueLinX, Plum Creek Timber, Rayonier, Western Forest Products and Tembec all saw their revenues from wood products decline by over 40% in 2Q.

While the reasons for the decline in revenues is well known to all in the industry, some noteworthy figures were offered by companies feeling the pinch of the depressed U.S. housing market and global economy.

- Plum Creek Timber reported sales volumes in MDF were down 48% in the quarter compared to 2Q 2008, while plywood volumes declined 41%.
- Louisiana-Pacific reported OSB sales were down 43% in 2Q compared to 2Q 2008. The company's engineered wood products segment generated \$35.9 million in sales, down 45%
- BlueLinX's sales volume dropped 45%. Revenues fell 49%.
- West Fraser's lumber production operated at 73% of capacity, which is a high rate considering that Canadian production as a percent of capacity through May was at 45% (reported by the Western Wood Products Association).

Some insight into how the economic downturn influenced sales in various market places during 2Q is evident in Universal Forest Product's earnings report. The do-it-yourself segment of the company's business dropped 13.5% in gross sales compared to 2Q 2008. Industrial packaging/components fell 23.8% and manufactured housing gross sales declined 46.9%. Gross sales to the site-built construction segment dropped by 54%. Despite these declines, Universal's operating income was \$27.2 million, up from the \$22.8 million posted a year earlier.

July housing starts down slightly despite rise in single-family starts

Source: RISI- 19th August 2009

July housing starts were at a seasonally adjusted annual rate (SAAR) of 581,000, down 1.0% from the revised June estimate of 587,000, according to the U.S. Census Bureau and the Department of Housing and Urban Development. July's figure is 37.7% below the July 2008 rate of 933,000.

Single-family housing starts in July were at a SAAR of 490,000, up 1.7% from June, while the rate for units in buildings with five units or more was 80,000, down 16.7%.

Regionally, total starts dropped 16.3% in the Northeast, 1.6% in the West and 1.4% in the South. Starts increased 12.9% in the Midwest.

CHINA

Source: RISI 21st August 2009

China taking off, other markets stuck in reverse

China's imports of woodchips and softwood logs both moved ahead strongly in the first half of 2009, but we've simply run out of adjectives to describe how weak the other Asian markets have been this year. But the best performance by an international wood fiber market in 2009 has been wood pellet exports to Europe from North America.

In June we highlighted what appeared to be early signs of a resurgence in demand for softwood logs in China, apparently reflecting the relatively rapid success of that country's economic stimulus program. With several more months of trade data, that conclusion appears to be confirmed. While Chinese imports of softwood logs from Russia declined by 18% in the first half, imports from other sources are up sharply. Chinese buyers are (rightly) concerned about the long-term outlook for Russian log exports, despite the one-year delay in implementation of the 80% log export tax. Exports of softwood logs from the USA to China were up 31% in the first half of 2009, compared with the same period last year, while exports from Australia to China climbed 34% and shipments from Canada to China jumped 45%. However, New Zealand has been by far the biggest beneficiary of the shifting Chinese demand for softwood logs: through the first six months of 2009, New Zealand's exports of softwood logs to China were up 127% over 2008 volume. And as the following chart illustrates, New Zealand's log export volumes to China have really accelerated during the year, increasing from 177,000 m³ in January to an all-time record of 561,000 m³ of softwood logs loaded for China in June. (That's an annualized rate of 6.7 million m³, a pace unlikely to be sustained over the next six months.) Log exporters who have been on the ground in China report that this surging volume of softwood logs is not simply building up in inventory, but is moving on to end-users. The hot China market has been a godsend for New Zealand log exporters, who have seen their shipments to other markets decline sharply in 2009, including a 29% drop to their (formerly) best market South Korea.

EUROPE, UK & RUSSIA

Source: ITTO 31st May 2009

Twenty-five percent of European timber imports certified but gaps in demand remain.

New research indicates that around 25% of solid timber products imported into the EU-25 is likely to derive from independently certified or legally verified forest. However the research also suggests that the very high level of fragmentation both in the EU timber trade and in timber's major consuming sectors - construction and furniture - present a major obstacle to chain of custody certification and the further development of markets for environmentally labeled wood products throughout the EU.

Ligna 2009

Source: Win – Woodworking International 3/2009

During the five-day run on the "world fair for the forestry and wood industries", 1758 exhibitors from 50 nations presented their products and services on total display space on 130,152 m² - impressive results, only slightly down from the "boom year" of 2007. With regard to attendance, it was remarkable: "Given the factors affecting the industry, a total of over 83,000 visitors is highly respectable.

Disclaimer: The information contained in this publication is of a general nature only. While every effort has been made to ensure accuracy of information, Pine Manufacturers accepts no liability for any error or omission. The information should not be relied upon as a substitute for professional advice in any specific situation

CALENDAR OF EVENTS

2009

6 th - 10 th September	Institute of Foresters of Australia Conference in 2009 - 'Forestry a Climate of Change' The Events Centre - Caloundra, Queensland http://www.forestry.org.au/conference/
14 th -16 th September	The 24th North American Forest Products Conference - San Diego - California
8 th & 9 th October	 NZPMA Annual Conference & AGM - Holiday Inn Wellington mailto:info@pine.net.nz
3 rd - 6 th November	FIMMA Maderalia - Timber Trade Show - Valencia, Spain
23 rd - 26 th November	The Big 5 - Building the Middle East - Dubai International Convention & Exhibition Centre - 58,040 trade visitors attended the Big 5 in 2008. http://www.thebig5exhibition.com
<h3>2010</h3>	
26 th -28 th March	SB10 - New Zealand Sustainable Building Conference - Te Papa - Wellington http://www.sb10.co.nz